DOCUMENT RESUME

ED 256 528 RC 015 193

AUTHOR Spears, Jacqueline D.
TITLE Serving the Rural Adult: Private Funding Resources for Rural Adult Postsecondary Education.
INSTITUTION Kansas State Univ., Manhattan. University for Man.
SPONS AGENCY Fund for the Improvement of Postsecondary Education (ED), Washington, DC.
PUB DATE Jan 85
NOTE 76p.; Developed as part of the Action Agenda Project for the Improvement of Rural Adult Postsecondary Education. For related documents, see RC 015 191-194.
AVAILABLE FROM Action Agenda Project, University for Man, 1221 Thurston Street, Manhattan, KS 66502 ($7.00).
PUB TYPE Reference Materials - Directories/Catalogs (132) -- Guides - Non-Classroom Use (055)

EDRS PRICE MF01 Plus Postage. PC Not Available from EDRS.
DESCRIPTORS *Adult Education; *Grants; *Grantsmanship; *Philanthropic Foundations; Postsecondary Education; *Program Descriptions; *Rural Education

ABSTRACT

This directory is intended to provide a reference tool for rural educators seeking private sources of funding and includes 91 foundations chosen on the basis of the foundation's interest in rural adult postsecondary education. Sources of information used to identify and research appropriate funding agencies included "The Foundation Directory" (9th Edition), "The Foundation Center Source Book Profiles," "Corporate Foundation Profiles," and "The Foundation Grants Index," as well as annual reports supplied by the foundations themselves. Each of the 91 entries provides information describing that foundation's purpose, funding patterns, geographical area of interest, address, telephone number, and contact. Following the entries is a section designed to help grantseekers locate foundations other than those listed in this directory. This section includes a short bibliography annotating publications of descriptive information regarding foundations, foundation indexes, and guides and self-help manuals. There is also a section which offers tips on how to choose and approach foundations, a section answering most-asked grantmaker questions, and an alphabetical and geographical index of listed entries. A form for evaluating the compilation concludes the document. (PM).

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Serving the Rural Adult:

Private Funding Resources for Rural Adult Postsecondary Education

The Action Agenda for Rural Adult Postsecondary Education

ACTION AGENDA

This publication was made possible, in part, by a grant from the Fund for the Improvement of Postsecondary Education, U.S. Department of Education. Its contents do not necessarily reflect the views of the Fund.

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Serving the Rural Adult:

Private Funding Resources for Rural Adult Postsecondary Education

Prepared by:
Jacqueline D. Spears
Project Coordinator

January 1985

Acknowledgements

This directory was assembled under the supervision of Jacqueline D. Spears, Co-coordinator of the Action Agenda Project for the Improvement of Rural Adult Postsecondary Education. Steering Committee members who guided the design and contents of the directory include Martha Butt, Northwest Area Foundation; Karen Hone and Richard Jonsen, Western Interstate Commission on Higher Education; Sue Maes, University for Man; Roger McCannon, University of Minnesota at Morris; Catherine Rolzinski, Fund for the Improvement of Postsecondary Education; and Douglas Treadway, Eastern Oregon State College. Special thanks are due Martha Butt for her assistance during both the research and writing stages of the project. Research of the various funding sources was conducted by Robin Nonig under the direction of Carol Nogy. Kansas State University personnel under the direction of Rob Bower, University Relations, provided assistance in cover design and final production of the directory.

Sources of information used to identify and research appropriate funding agencies included The Foundation Directory, Edition 9, The Foundation Center Source Book Profiles, Corporate Foundation Profiles and The Foundation Grants Index, as well as annual reports supplied by the foundations themselves. Thanks are due to Kansas State University staff in the Office of Research and Sponsored Programs and Topeka Public Library staff for their assistance throughout the research effort. Finally, we would like to thank foundation staff members who reviewed and edited their respective entries in the directory. The accuracy and usefulness of this directory depends, in part, on their willingness to take part in our endeavor.

Foreword

Innovative, experimental projects in education must often turn to private sources for support. It is important to understand the scope and limitations of giving prior to seeking project funding. In 1982 private giving totaled 60.39 billion nationally. Individuals and bequests accounted for 89.7 percent of that amount. Foundations contributed 5.2 percent and corporations gave 5.1 percent. Private funds were distributed among the following categories: religion, 46.5 percent; education, 14.2 percent; health and hospitals, 13.9 percent; social welfare, 10.5 percent; arts and humanities, 8.2 percent; civic and public activities, 2.8 percent; and other, 3.9 percent. Education programs received about 8.5 billion from all private sources, with Foundation gifts accounting for $355 million of that amount. The Foundation Grants Index reports that 5,145 grants were made in 1982 for education. Grants for education were 18.9 percent of total foundation grants in all fields. Of those, 1.8 percent were for general education, 0.5 percent for adult and continuing education, 4.4 percent for elementary and secondary, 11.5 percent for higher education, and 0.7 percent for vocational education. One can quickly see from these figures that private foundation giving is only a small percentage of both private funding and funding for education.

With these facts and limitations in mind, it is important to remember also that private foundations have been created to make charitable contributions. Their business is to give money away. The key to tapping into that money is having a good idea, good people to implement that idea, and a thorough understanding of the priorities and philosophy of the funding source to which you are applying. If your project involves several areas, such as education, health, and human service, it is important to look for a funding source with interests in any or all of these fields and present your proposal so that it highlights the specific interest(s) of the foundation. The competition is keen. For every proposal funded, 10-20 are not, due to lack of funds or other reasons. Be broad and creative in your thinking.

This booklet has been written as a research guide specifically for people interested in seeking funds from private sources for postsecondary rural education programs. There are many general grantsmanship books and seminars available for both novice and experienced grantseekers. Computer searches to locate foundations that have made grants for projects similar to yours may also be helpful. They are, however, limited because of the Foundation Center's classification system and because they only include data from the largest foundations. Don't overlook individual donors, small foundations, and corporate giving programs.

It is hoped that this guide will take some of the mystique out of grantsmanship. Foundations are, for the most part, accessible. Their directors and staff, however, may not be aware of the needs of rural adults. Foundations will not search you out; you will have to

approach them -- and persuade them that your project provides the foundation with an opportunity to make a significant contribution to the public welfare. Applicants, I think, should see their task as that of educator as well as grantseeker.

I know from experience that there is a need for more funding for postsecondary opportunities in rural areas. And I know as well the frustration that comes from having a good idea for an important project without the funds to carry it out. There are no easy answers -- or easy funds. This guide should provide a good starting point for your search.

Martha G. Butt
Northwest Area Foundation
Saint Paul, Minnesota
December 10, 1984

Table of Contents

INTRODUCTION 1

The Action Agenda Project 1
Directory for Private Funding Resources 2

FOUNDATION ENTRIES 4

OTHER RESOURCES 53

IDENTIFYING AND APPROACHING FOUNDATIONS 57

QUESTIONS GRANTMAKERS ASK 62

INDEX 65

EVALUATION FORM 67

The Action Agenda Project

In 1981 the Fund for the Improvement of Postsecondary Education (FIPSE) sponsored a landmark National Invitational Meeting on Rural Postsecondary Education in Kansas City. Attended by 28 rural educators from 17 states, this meeting called for the cooperation and collaboration among professionals, the institutions and organizations they represent, and their professional organizations. This call was received enthusiastically by rural educators throughout the country, confirming the need for some form of national communication among the diverse disciplines and institutions serving rural adult postsecondary education needs.

An outgrowth of the Kansas City Conference, the Action Agenda Project is cooperative effort of three divisions of continuing education (Kansas State University, Eastern Oregon State College and the University of Minnesota at Morris) and WICHE (Western Interstate Commission for Higher Education). University for Man at Kansas State University is the principal investigator and coordinating agent for the project.

Funded in part by the Fund for the Improvement of Postsecondary Education (FIPSE), this two-year project is designed to bring about direct reform, innovation and improvement of educational opportunities available to all rural adult postsecondary learners. Within the term educational opportunities, we include those activities that enhance recreational and non-traditional credit studies, as well as for-credit institutional programs at the baccalaureate level and beyond. Our agenda embraces the concerns expressed by divisions of continuing education, extension agencies, small colleges in rural settings, community-based organizations, non-traditional programs at universities, rural and small schools and a host of efforts that defy categorization.

This directory is one of a series of four publications prepared by the Action Agenda Project. Serving the Rural Adult: Inventory of Model Programs in Rural Adult Postsecondary Education presents descriptions of 54 illustrative programs across the entire range of educational providers. Serving the Rural Adult: A Statistical Portrait of Rural Adult Learners merges data available from the National Center for Educational Statistics (NCES) with a series of augmentation studies conducted at five rural sites to provide us with a clearer picture of the needs, characteristics, motivations and participation patterns of rural adult learners. Serving the Rural Adult: Directory of Consultants for Rural Adult Postsecondary Education is designed to provide practitioners in new or isolated programs the access to experienced professionals. Serving the Rural Adult: Private Funding Resources for Rural Adult Postsecondary Education presents profiles of private foundations involved in rural postsecondary education. These publications are available at cost from the Action Agenda Project.

The Directory for Private Funding Resources

Too few dollars spread across too great a distance conspire to severely limit the access and quality offered to the rural learner. One of the needs addressed by the Action Agenda Project has been to provide rural educators improved access to sources of financial support and, in turn, to acquaint potential sources of financial support with the needs of rural adult postsecondary education.

This directory is intended to provide a reference tool to rural educators seeking private sources of funding. Some ninety foundations who demonstrate an interest in funding rural postsecondary education are included. Information on the purpose, funding patterns, geographical area of interest, and method of contact have been incorporated into each foundation entry. Included also are listings of regional organizations that can be helpful in identifying many of the smaller, more localized sources of private funding and tips for the potential grant-seeker. Finally, a brief list of resources have been included for those who wish to initiate further research.

Time and budgetary restraints have imposed limitations on the comprehensiveness of the foundations surveyed. The process used to identify the foundations yielded the major national foundations and a smaller number of regional and local foundations that are currently supportive of projects in rural adult postsecondary education. Undoubtedly many more exist. The amount of information included in each foundation entry has also been limited. Other sources, principally the annual reports provided by many of the foundations themselves and resources like those listed in later sections of the directory provide more comprehensive information on each foundation and its priorities.

Perhaps the greatest challenge in assembling this directory has been to select foundations and prepare entries that would be useful to the entire range of educational providers who now serve the rural adult learners -- community based organizations as well as divisions of continuing education; those concerned with documenting the characteristics of adult learners as well as those concerned with program development. Consequently foundations who never fund traditional educational organizations are included because of their involvement with rural community organizations, foundations who never fund programming efforts may be included because of their interest in research. Any involvement in rural adult postsecondary education justified inclusion in this directory.

While care has been taken to insure that the information included is both accurate and current, unintentional errors or oversights may still be present. Responsibility for these errors lies with the staff at the Action Agenda Project. An evaluation form found at the end of the directory provides readers the opportunity to bring these errors, as well as any feedback on the usefulness of the directory, to the attention of the Action Agenda staff.

Foundation Entries

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Key to Entry Categories

ADDRESS:	Self-Explanatory
PHONE:	Self-Explanatory
CONTACT:	The foundation representative to whom initial inquiries should be addressed.
PURPOSE:	A brief summary of the foundation's stated purposes and current priorities. In cases where the purposes were broadly stated, some inferences were drawn from funding patterns.
ANALYSIS:	The total dollar amounts of grants actually paid during the year identified. The high and low grants and the typical grant range were included to provide an estimate of the size of projects typically funded.
RESTRICTIONS:	Includes geographical restrictions, if any, imposed by the foundation. Also includes specific restrictions likely to be of interest to rural educators. Restrictions common to most foundations, like no grants to individuals, have been omitted.
INFORMATION:	Brief description of the preferred procedure for initial contact and proposal submission.

The Abelard Foundation, Inc.

ADDRESS: 222 Agriculture Building/The Embarcadero
San Francisco, CA 94105

PHONE: (415) 989-0450

CONTACT: Leah Brumer, Executive Director or Patricia Hewitt, Executive Director, Joint Foundation Support, Inc.

PURPOSE: General giving, especially for seed money to new organizations and model projects. Support for programs designed to achieve social, political, economic equality for urban and rural poor. Emphasis on protection of civil rights and civil liberties.

ANALYSIS: (1983): $220,200 awarded in 50 grants.
High: $7500 Low: $1500

RESTRICTIONS: Largely in the West, East and South. No grants for operating support, government programs, or medical, educational or cultural institutions.

INFORMATION: Program policy statement and grant application guidelines available. Initial approach by full proposal in one copy.

The Arca Foundation

ADDRESS: 1425 21st Street, N.W.
Washington, D.C. 20036

PHONE: (202) 822-9193

CONTACT: Margery Tabankin, Executive Director

PURPOSE: Grants to organizations primarily concerned with community development, anti-poverty programs, toxicity and hazardous wastes, and issues of a safe and healthy environment. Fosters citizen participation in grassroots organizations which are controlled and operated by those to be served.

ANALYSIS: (1982): $667,950 awarded in 52 grants. High: $50,000
Low: $1,000 Typical Range: $5,000 - $25,000

RESTRICTIONS: Mostly in New York City or Washington, D.C. Also CA, CT, IL, KY, MA, MS, MT, NM, NC, OH, OR, TN, and TX.

INFORMATION: The foundation issues guidelines for submitting a grant application. Letter of inquiry preferred initial contact.

The Atlantic Richfield Foundation

ADDRESS: 515 South Flower Street
Los Angeles, CA 90071

PHONE: (213) 486-3342

CONTACT: Eugene R. Wilson, Executive Director

PURPOSE: Support largely for higher education; community programs, including social service and youth agencies; humanities and the arts; community funds; selected health and medical services; public information organizations; and environmental programs.

ANALYSIS: (1983): $32,428,270 awarded in 1061 grants.
High: $856,000 Low: $500
Typical Range: $1500 - $250,000

RESTRICTIONS: Where the company has major operations and large numbers of employees or in geographical areas where companies have interests.

INFORMATION: Grant application guidelines are available in the annual report.

Babcock (Mary Reynolds) Foundation, Inc.

ADDRESS: 102 Reynolda Village
Winston-Salem, NC 27106

PHONE: (919) 748-9222

CONTACT: William L. Bondurant, Executive Director

PURPOSE: Broad purposes; grants primarily for education, social services, the environment, the arts, and public policy. Supports seed money, demonstration projects, publications, conferences and seminars.

ANALYSIS: (1983): $2,513,824 awarded in 135 grants. High: $200,000
Low: $500 Typical Range: $1500 - $50,000

RESTRICTIONS: On a national basis with an emphasis on NC and the Southeast. No grants to international programs.

INFORMATION: Application guidelines are included in the foundation's annual report.

Benedum (Claude Worthington) Foundation

ADDRESS: 223 Fourth Avenue
Pittsburgh, PA 15222

PHONE: (412) 288-0360

CONTACT: Paul R. Jenkins, Executive Vice-President

PURPOSE: Supports education, health, community development and social welfare, and the arts. Current focus encourages institutional change, helps recipients make more effective use of resources and promotes public-private efforts to meet community and regional needs. Fosters community-supported and volunteer efforts whenever possible.

ANALYSIS: (1982): $5,464,529 awarded in 92 grants. High: $421,209
Low: $417 Typical Range: $10,000 - $100,000

RESTRICTIONS: Limited to regional areas of Western Virginia, Pittsburgh, and Southwestern Pennsylvania.

INFORMATION: Annual report contains application guidelines. Preferred initial contact is by letter of inquiry.

The Bernhill Fund

ADDRESS: 275 Madison Avenue, Suite 1918
New York, NY 10016

PHONE: (212) 684-6130

CONTACT: Patricia Hewitt, Executive Director of Joint Foundation Support, Inc.

PURPOSE: Primarily local giving to community organizations and for alternative delivery service projects, for civil rights and civil liberties, and the problems of the urban and rural poor.

ANALYSIS: (1983): $148,800 awarded in 60 grants.
High: $40,000 Low: $200

RESTRICTIONS: No geographical restrictions.

INFORMATION: Grant application guidelines are available by letter or full proposal in 1 copy.

The Bingham (William) Foundation

ADDRESS: 1250 Leader Building
Cleveland, OH 44114

PHONE: (216) 781-3270

CONTACT: Laura Hitchcox, Executive Director

PURPOSE: Giving for the arts, education, health, and welfare, with some emphasis on organizations in the Cleveland, Ohio area.

ANALYSIS: (1983): $640,000 awarded in 27 grants. High: $115,000
Low: $2,000 Typical Range: $5,000 - $25,000

RESTRICTIONS: Restricted to organizations within the U.S., with some emphasis on organizations in Ohio.

INFORMATION: Guidelines for submitting an application are available in the annual report. Initial approach by letter.

Bird Companies Charitable Foundation

ADDRESS: Washington Street
East Walpole, MA 02032

PHONE: (617) 668-2500

CONTACT:

PURPOSE: Broad purposes; grant emphasis on community development, education, cultural programs, and natural resources. Emphasis on seed monies.

ANALYSIS: (1981): $475,289 awarded in 277 grants.
High: $36,250 Low: $10

RESTRICTIONS: No geographical restrictions.

INFORMATION: Grant application guidelines available; initial approach by letter, telephone, or full proposal.

Blandin (Charles K.) Foundation

ADDRESS: 203 Northwestern National Bank Building, P.O. Box 630
Grand Rapids, MN 55744

PHONE: (218) 326-0523

CONTACT: Paul M. Olson, Executive Director

PURPOSE: Local giving for scholarships and higher education, community projects, health and welfare services, arts and humanities, recreation, economic development, and research in forestry.

ANALYSIS: (1983): $4,345,360 awarded.
High: $2,228,550 Low: $500

RESTRICTIONS: Restricted to Minnesota, primarily residents of Grand Rapids. No support for operating costs of established programs.

INFORMATION: The fo[illegible]tion publishes "Information for Grant Applica[illegible]." Initial letter or visit with staff.

Boettcher Foundation

ADDRESS: 800 Boston Bldg., 828 Seventeenth Street
Denver, CO 80202

PHONE: (303) 571-5510

CONTACT: John C. Mitchell, President

PURPOSE: To promote the general well-being of mankind, within Colorado only. Grants to higher educational institutions with emphasis on scholarships and fellowships, hospitals, community funds, cultural activities, and welfare programs.

ANALYSIS: (1983): $5,387,912 awarded in 92 grants.
High: $1,100,000 Low: $400
Typical Range: $1,000 - $50,000

RESTRICTIONS: Giving is limited to Colorado. Foundation awards single-year grants only.

INFORMATION: Grant application guidelines are available in the annual report or on request.

Bremer (Otto) Foundation

ADDRESS: 55 East Fifth Street, Suite 700
St. Paul, MN 55101

PHONE: (612) 227-8036

CONTACT: John Kostishack, Grants Administrator

PURPOSE: Broad purposes; emphasis on postsecondary education, human services, health, religion, and community affairs. Special interest in projects that address the needs of women, Asian Americans, Blacks, Chicanos, Native Americans, and other minority groups.

ANALYSIS: (1983): $2,324,894 awarded in 395 grants. High: $40,000
Low: $200 Typical Range: $1,000 - $40,000

RESTRICTIONS: Restricted to programs having direct impact on trade areas of 29 Bremer banks in MN, ND, and WI.

INFORMATION: Grant application guidelines are included in the foundation's annual report. Send request. Initial contact by telephone or complete proposal.

The Bush Foundation

ADDRESS: E-900 First National Bank Building
St. Paul, MN 55101

PHONE: (612) 227-0891

CONTACT: Humphrey Doermann, President

PURPOSE: Support largely for higher education, performing arts and humanities, delivery of health care, social service and welfare agencies in MN and the Dakotas.

ANALYSIS: (1983): $17,764,427 awarded in 189 grants.
High: $1,000,000 Low: $4,000
Typical Range: $5,000 - $150,000

RESTRICTIONS: Giving primarily in MN, ND and SD. Some non-regional grants awarded to historically black private colleges. Prefers not to support general or operating expenses.

INFORMATION: Application guidelines are available from the foundation and included in the annual report. Preliminary letter encouraged as initial contact.

Butler Manufacturing Company Foundation

ADDRESS: BMA Tower, P.O. Box 917, Penn Valley Park
Kansas City, MO 64141

PHONE: (816) 968-3208

CONTACT: Monroe Taliaferro, Vice-President

PURPOSE: Emphasis on higher education, community funds, health services, cultural programs, and public affairs.

ANALYSIS: (1983): $281,472 awarded in 102 grants. High: $48,750
Low: $25 Typical Range: $100 - $5000

RESTRICTIONS: No stated geographic restrictions. Generally supports projects located in company plant communities.

INFORMATION: Guidelines included in the foundation's informational brochure.

Carnegie Corporation of New York

ADDRESS: 437 Madison Avenue
New York, NY 10022

PHONE: (212) 371-3200

CONTACT: Sara L. Engelhart, Secretary

PURPOSE: Purposes broadly stated. Current focus in four program areas: (1) avoidance of nuclear war and improved U.S.-Soviet relations, (2) education in a scientific, technologically-based economy, (3) prevention of damage to children and (4) strengthening human resources in developing countries.

ANALYSIS: (1983): $13,083,028 awarded in 175 grants.
High: $1,060,000 Low: $5,400
Typical Range: $15,000 - $350,000

RESTRICTIONS: Across the country and abroad in Africa, and the Carribean.

INFORMATION: Program policy and application guidelines are provided in a brochure available upon request.

Cudahy (Patrick and Anna M.) Fund

ADDRESS: P.O. Box 11978
Milwaukee, WI 53211

PHONE: (414) 962-6820

CONTACT: Richard W. Yeo, Administrator

PURPOSE: Emphasis on direct and self-help projects; giving primarily for higher and secondary education, including equal opportunities programs. Care of the aged, hospitals, medical research, welfare agencies, youth agencies, community development, and the arts.

ANALYSIS: (1983): $876,660 awarded in 117 grants. High: $50,000
Low: $200 Typical Range: $1000 - $25,000

RESTRICTIONS: No geographical restrictions.

INFORMATION: Foundation does issue application guidelines. A letter of inquiry is the preferred method of initial contact.

Cummins Engine Foundation

ADDRESS: Box Number 3005
Columbus, IN 47202

PHONE: (812) 377-3114

CONTACT: David L. Dodson, Executive Director

PURPOSE: Giving focused primarily on local community needs and on elementary and secondary education; an employee matching gifts program; and a company-employee scholarship program.

ANALYSIS: (1982): $1,907,598 awarded in 159+ grants.
High: $391,848 Low: $50
Typical Range: $1,000 - $30,000

RESTRICTIONS: Primarily in areas of company operations, particularly the Columbus, IN area.

INFORMATION: Annual report and guidelines available upon request. Submission of one copy of full proposal is the preferred method of initial contact.

De Rance, Inc.

ADDRESS: 7700 W. Blue Mound Road
Milwaukee, WI 53213

PHONE: (414) 475-7700

CONTACT: Harry G. John, President

PURPOSE: Charitable and religious giving, with emphasis on Roman Catholic Church support. Support for higher education and for programs for Native American people.

ANALYSIS: (1981): $9,462,868 awarded in 375+ grants.
High: $700,000 Low: $500
Typical Range: $1000 - $100,000

RESTRICTIONS: No geographic restrictions. Awards single-year grants only.

INFORMATION: Initial contact-- full proposal in two copies. Guidelines available.

Dodge (Geraldine R.) Foundation

ADDRESS: 95 Madison Avenue, P.O. Box 1239R
Morristown, NJ 07960

PHONE: (201) 540-8442

CONTACT: Scott McVay, Executive Director

PURPOSE: Emphasis on secondary education, development of volunteerism, communications, and study of public issues. Support for seed money, demonstration projects and special projects.

ANALYSIS: (1983): $3,953,000 awarded in 198 grants. High: $142,750
Low: $1,000 Typical Range: $5000 - $50,000

RESTRICTIONS: Emphasis on projects within NJ, NAIS schools in the Northeast and Middle Atlantic states.

INFORMATION: Grant application guidelines included in the annual report. Preliminary letter of inquiry preferred.

The Dorrer (William H.) Foundation, Inc.

ADDRESS: 630 Fifth Avenue, Room 2452
New York, NY 10111

PHONE: (212) 765-1695

CONTACT: Philip S. Jessup II, Vice-President

PURPOSE: U.S.-Canadian relations; nutrition; coastal and inland water resources.

ANALYSIS: (1983): $1,542,827 awarded in 42 grants.
High: $94,829 Low: $6500

RESTRICTIONS: No geographical restrictions. Encourages applications from regions in which few foundations are active.

INFORMATION: Guidelines in annual report. Preferred method of inquiry is a letter describing applicant and proposed program.

The Duke Endowment

ADDRESS: 200 S. Tryon St., Suite 1100
Charlotte, NC 28202

PHONE: (704) 376-0291

CONTACT: John F. Day, Executive Director, or Billy G. McCall, Deputy Executive Director

PURPOSE: Provides assistance to nonprofit hospitals and child care institutions in North and South Carolina; rural United Methodist churces and retired ministers in North Carolina, and four educational institutions: Duke, Furman and Johnson C. Smith universities and Davidson College.

ANALYSIS: (1983): $36,828,790 awarded in 782 grants.
High: $9,933,054 Low: $5[illegible]

RESTRICTIONS: Only to institutions in North and South Carolina. See "Purpose" for further description of program areas.

INFORMATION: Considers only those applications which fall within the geographic and program areas described above. Send a brief letter of inquiry to the contact named above.

The Educational Foundation of America

ADDRESS: 35 Church Lane
Westport, CT 06880

PHONE: (213) 990-2724

CONTACT: Richard W. Hansen, Executive Director

PURPOSE: Charitable and educational purposes; higher education, education for American Indians, medical education, medical research; population control, children's education, and research in gerontology.

ANALYSIS: (1982): $1,254,370 awarded in 38 grants.
High: $115,000 Low: $1200
Typical Range: $10,000 - $60,000

RESTRICTIONS: No stated geographic restrictions.

INFORMATION: Guidelines are in annual report. Submit letter of inquiry or preliminary proposal to contact named above.

Exxon Education Foundation

ADDRESS: 111 West 49th Street
New York, NY 10020

PHONE: (212) 333-6327

CONTACT: Robert L. Payton, President

PURPOSE: Education in the U.S. through programs in the areas of: general education, integrative studies, innovations in teaching and learning, and economic research and management of higher education.

ANALYSIS: (1983): $21,737,427 awarded in 1,163 grants.
High: $325,000 Low: $300
Typical Range: $25,000 - $50,000

RESTRICTIONS: No geographical restrictions. Applications accepted only in the management of higher education program.

INFORMATION: Request the Foundation's guide to application.

The Field Foundation, Inc.

ADDRESS: 100 East 85th Street
New York, NY 10028

PHONE: (212) 535-9915

CONTACT: Richard W. Boone, Executive Director

PURPOSE: Broad charitable purposes; major interests in race relations, child welfare, and poverty within the United States. Concerned with the use and protection of natural resources. Supports programs that seek equity for minority groups and the poor.

ANALYSIS: (1982): $2,935,208 awarded in 124 grants.
High: $120,000 Low: $550

RESTRICTIONS: With rare exceptions, grants are limited to domestic concerns. Grants distributed nationally.

INFORMATION: Guidelines included in the biennial report. A letter of inquiry is preferred for the initial contact.

Fleishhacker (Mortimer) Foundation

ADDRESS: Alcoa Building, Suite 1150
San Francisco, CA 94111

PHONE: (415) 788-2909

CONTACT: Surah S. Lutman, Executive Director

PURPOSE: Major interests have been in the arts and culture, social welfare, and community affairs. Current interests include traditional or folk art and projects which explore California's cultural history.

ANALYSIS: (1984): $150,700 awarded in 24 grants. High: $50,000
Low: $1500 Typical Range: $1000 - $8000

RESTRICTIONS: Limited to Northern California.

INFORMATION: Application guidelines available. Initial approach by letter of inquiry is preferred.

The Ford Foundation

ADDRESS: 320 East 43rd Street
New York, NY 10017

PHONE: (212) 573-5000

CONTACT: Barron Tenny, Vice-President, Secretary and General Counsel

PURPOSE: Six major fields of interest: urban poverty; rural poverty and resources; human rights and social justice; governance and public policy; education and culture; international affairs.

ANALYSIS: (1983): $98,053,724 awarded in 1,368 grants.
High: $9,250,000 Low: $40
Typical Range: $20,000 - $200,000

RESTRICTIONS: U.S. as well as international. Africa and the Middle East, Latin America and the Caribbean.

INFORMATION: Brief letter of inquiry. Request "Current Interests of the Ford Foundation".

The Fund for New Jersey

ADDRESS: 57 Washington Street
East Orange, NJ 07017

PHONE: (201) 676-5905

CONTACT: Robert P. Corman, Executive Director

PURPOSE: Charitable purposes; emphasis on New Jersey problems by way of research, litigation, mediation/negotiation processes, citizen action, or government supervision.

ANALYSIS: (1982): $752,821 awarded in 48 grants.
High: $100,000 Low: $250
Typical Range: $5,000 - $25,000

RESTRICTIONS: Primarily to organizations in New Jersey. No grants for health care delivery, recreation or curricular changes in educational institutions.

INFORMATION: Program policy statement and guidelines in a brochure. Letter of inquiry preferred.

Gannett Foundation, Inc.

ADDRESS: Lincoln Tower
Rochester, NY 14604

PHONE: (716) 262-3315

CONTACT: Calvin Mayne, Vice-President/Grants Administrator

PURPOSE: Local grants to communities served by Gannett Company, Inc. and national grants in journalism education. Local support for health, culture, education, community development and philanthropic affairs. Emphasis on capital campaigns.

ANALYSIS: (1983): $10,036,428 awarded in 1,807 grants.
High: $100,000 Low: $250

RESTRICTIONS: Local grants are made in communities served by Gannett Co. Inc., in the U.S. and Canada.(See Gannett Foundation's Contribution Report for listing.)

INFORMATION: Contact Gannett newspaper publisher for local grants. Other proposals should be addressed to the contact listed above. Journalism proposals/inquiries should be directed to Gerald Sass.

General Electric Foundation

ADDRESS: 3135 Easton Turnpike
Fairfield, CT 06431

PHONE: (203) 373-3215

CONTACT: William A. Orme, Secretary

PURPOSE: General purposes. Institutional grants primarily in support of education. Support also for community funds and other special grants.

ANALYSIS: (1982): $11,108,092 awarded in 609 grants.
High: $300,000 Low: $1000
Typical Range: $1000 - $50,000

RESTRICTIONS: Restricted to U.S. and its possessions. Community support restricted to those communities where company has significant presence.

INFORMATION: Initial approach by full proposal in one copy.

General Mills Foundation

ADDRESS: 9200 Wayzata Boulevard
Minneapolis, MN 55426

PHONE: (612) 540-3337

CONTACT: James P. Shannon, Vice-President and Executive Director

PURPOSE: Broad purposes: education, social services, health, and civic and cultural activities. Emphasizes programs that encourage local initiative. Provides seed money, annual support, general purpose funds, demonstration projects, etc.

ANALYSIS: (1983): $5,711,894 awarded in 553 grants.
High: $434,961 Low: $500
Typical Range: $2500 - $25,000

RESTRICTIONS: Favors communities where General Mills, Inc. has major corporate responsibility.

INFORMATION: Issues guidelines for submitting a grant application.

General Service Foundation

ADDRESS: c/o David A. Lanegran Macalester College
14 Carnegie Hall, St Paul, MN 55101

PHONE: (612) 696-6504; (612) 292-3230

CONTACT: Dr. David A. Lanegran, Program Associate

PURPOSE: International peace, population, resources, and education. Prefer experimental, demonstration, or research projects.

ANALYSIS: (1983): $989,500 awarded in 58 grants. High: $68,000
Low: $500 Typical Range: $1000 - $30,000

RESTRICTIONS: No geographic restrictions. No support for general purposes, capital funds or operating expenses.

INFORMATION: Guidelines for application included in annual report. Initial inquiry by letter, telephone, or 1 copy of proposal.

Gerbode (Wallace Alexander) Foundation

ADDRESS: 470 Columbus Ave., Suite 201
San Francisco, CA 94133

PHONE: (415) 391-0911

CONTACT: Thomas C. Layton, Executive Director

PURPOSE: Innovative, positive projects in the areas of: arts, education, environment, health, and urban affairs.

ANALYSIS: (1982): $732,304 awarded in 71 grants.
High: $100,000 Low: $60C
Typical Range: $5000 - $25,000

RESTRICTIONS: Residents of Alameda, Contra Costa, Marin, San Francisco, and San Mateo counties and Hawaii.

INFORMATION: Issues guidelines for submitting a grant. Prefers initial contact by letter of inquiry.

The Gutfreund Foundation, Inc.

ADDRESS: c/o Joint Foundation Support, Inc.
275 Madison Ave., Suite 1918,
New York, NY 10016

PHONE: (212) 684-6130

CONTACT: Patricia Hewitt, Executive Director,
Joint Foundation Support

PURPOSE: Broad purposes: civil rights and civil liberties, self-help, equality of opportunity for the urban and rural poor. Grants to community groups organizing for change as well as to groups seeking new ways to deliver services.

ANALYSIS: (1983): $111,500 awarded in 18 grants.
High: $10,000 Low: $1500

RESTRICTIONS: New York City area. Grants outside the New York City area awarded to applicants who do not have access to larger sources of funding.

INFORMATION: Guidelines included in annual report; intial approach by full proposal in 1 copy.

The Halsell (Ewing) Foundation

ADDRESS: San Antonio Bank and Trust Bldg. Suite 537
San Antonio, TX 78205

PHONE: (512) 223-2640

CONTACT: Gilbert M. Denman, Jr., Chairman

PURPOSE: Giving limited to Texas, with emphasis on southwestern Texas, particularly San Antonio. Grants primarily for education, cultural programs, health organizations, and youth agencies. Interested in extent of public involvement and participation in project.

ANALYSIS: (1983): $1,680,620 awarded in 67 grants. High: $500,000
Low: $50 Typical Range: $500 - $25,000

RESTRICTIONS: Texas only. Emphasis on southwestern Texas, particularly San Antonio.

INFORMATION: Guidelines are in the biennial report. Initial approach by letter or full proposal.

Hartford (John A.) Foundation

ADDRESS: 405 Lexington Ave., 55th Floor
New York, NY 10174

PHONE: (212) 661-2828

CONTACT: John Billings, Executive Director

PURPOSE: Aging and health, health care financing, fellowships for M.D. researchers.

ANALYSIS: (1983): $7,565,084 awarded in 72 grants.
High: $556,000 Low: $5000
Typical Range: $50,000 - $200,000

RESTRICTIONS: No geographical restrictions. No support for general purposes or operating budgets.

INFORMATION: Guidelines in the annual report. Prefer letter of inquiry to the appropriate program officer.

The Hearst Foundation, Inc.

ADDRESS: 888 Seventh Avenue
New York, NY 10106

PHONE: (212) 586-5404

CONTACT: Robert M. Frehse, Jr., Vice-President and Executive Director

PURPOSE: Broad purposes: giving to aid poverty-level and minority groups, educational programs at all levels, health delivery systems and medical research, and cultural programs with records of public support.

ANALYSIS: (1982): $2,418,100 awarded in 221 grants.
High: $40,000 Low: $2000

RESTRICTIONS: No grants awarded outside of the U.S. and its territories. Seldom awards start-up funds.

INFORMATION: Preferred method of initial contact is a letter or one copy of the complete proposal.

Hearst (William Randolph) Foundation

ADDRESS 888 Seventh Avenue
New York, NY 10106

PHONE: (212) 586-5404

CONTACT: Robert M. Frehse, Jr., Vice-President and Executive Director

PURPOSE: Aid poverty level and minority groups; education at all levels; health delivery systems, medical research; and cultural programs.

ANALYSIS: (1982): $4,697,012 awarded in 176 grants
High: $500,000 Low: $1000

RESTRICTIONS: No grants made outside the U.S. and its possessions. Generally favors organizations serving large geographical areas.

INFORMATION: A telephone inquiry or one copy of a brief proposal are appropriate initial contact.

The Huber Foundation

ADDRESS: P.O. Box 277
Rumson, NJ 07760

PHONE: (201) 842-3733

CONTACT: Lorraine Barnhart, Program Director

PURPOSE: Primarily to organizations supporting family planning, reproductive freedom, and population control.

ANALYSIS: (1982): $511,500 awarded in 38 grants.
High: $80,000 Low: $1000

RESTRICTIONS: No intentional geographic targeting.

INFORMATION: Does not issue application guidelines. A letter of inquiry is preferred.

International Multifoods Charitable Foundation

ADDRESS: Multifoods Tower Box 2942
Minneapolis, MN 55402

PHONE: (612) 340-3301

CONTACT: Frances A. Kolb, Secretary of Corporate Contributions Committee

PURPOSE: Supports higher education, cultural programs, community funds, youth agencies and public education. Higher education giving consists primarily of employee matching gifts and specific awards to Minnesota colleges and educational funds. Economic education, community education and specific research projects receive some emphasis, as well.

ANALYSIS: (1983): $245,100 awarded in 27 grants. High: $79,000
Low: $25 Typical Range: $1000 - $5000

RESTRICTIONS: Giving generally concentrated in Minnesota, near the Twin Cities. National awards made through operating divisions in AR, IL, IN, IA, KS, KY, MI, MN, MO, NE, ND, OH, OK, OR, TN, WA, WI and Canada.

INFORMATION: Policy statement and grant application guidelines available in annual report. Initial approach by letter.

The Johnson (Robert Wood) Foundation

ADDRESS: P.O. Box 2316
Princeton, NJ 08540

PHONE: (609) 452-8701

CONTACT: Edward H. Robbins, Proposal Manager

PURPOSE: Improvement of health services in the U.S., with emphasis on assisting projects that improve access to personal health care for the most underserved population groups, make health care more effective and affordable, help people retain or maintain functional status in the everyday tasks of living.

ANALYSIS: (1983): $54,858,519 awarded in 266 grants.
High: $1,000,000 Low: $1000

RESTRICTIONS: U.S. and local projects in the New Brunswick, NJ area.

INFORMATION: Guidelines are available from the foundation.

The Joyce Foundation

ADDRESS: 135 South LaSalle Street
Chicago, IL 60603

PHONE: (312) 782-2464

CONTACT: Craig Kennedy, Vice-President

PURPOSE: Culture, education, health, conservation, government, economic development. In education, grants awarded to quality four-year institutions and for special opportunities to disadvantaged students at all levels.

ANALYSIS: (1982): $10,558,171 awarded in 261 grants.
High: $333,000 Low: $250

RESTRICTIONS: Grants restricted to midwestern region of the U.S.

INFORMATION: Guidelines available; initial approach by letter; completion of questionnaire is required.

Kellogg (W.K.) Foundation

ADDRESS: 400 North Avenue, P.O. Box 3425
Battle Creek, MI 49016-3425

PHONE: (616) 968-1611

CONTACT: Robert D. Sparks, President and Chief Programming Officer.

PURPOSE: "For the application of knowledge to the problems of people" in the broad fields of agriculture, education and health. Priorities for the 1980s include: (1) expanding adult continuing education opportunities, (2) health promotion, (3) cost-effective health services, (4) productive agriculture and (5) leadership capacity.

ANALYSIS: (1983): $53,256,640 awarded in 717 grants.
High: $3,681,621 Low: $67

RESTRICTIONS: Institutions and agencies in the U.S. and Latin America, including the Carribean.

INFORMATION: Guidelines available; initial approach by letter.

The Kerr Foundation, Inc.

ADDRESS: P.O. Box 13009
Oklahoma City, OK 73113

PHONE: (405) 842-1510

CONTACT: Anne Hodges Morgan, Vice-President for Programs.

PURPOSE: Grants awarded to organizations and institutions engaged in activities which serve young people. Fellowship Program support enables staff-member/volunteer of recipient organization to attend a fund-raising institute. Challenge Program support awarded for specific programs and requires dollar-per-dollar match.

ANALYSIS: (1982): $1,503,647 awarded in 81 grants.
High: $200,000 Low: $100

RESTRICTIONS: Oklahoma, Arkansas, Colorado, Kansas, Missouri, New Mexico, and Texas.

INFORMATION: Initial approach by telephone or letter.

Kiewit (Peter) Foundation

ADDRESS: Woodmen Tower, Suite 1145, Farnam at 17th
Omaha, NE 68102

PHONE: (402) 344-7890

CONTACT: Ray L. Daniel, Jr., Executive Director

PURPOSE: Broad purposes: civic affairs and community development, higher education, health and welfare, youth development, cultural programs, and a Presbyterian missionary group.

ANALYSIS: (1981): $4,608,585 awarded in 78 grants. High: $625,000
Low: $672 Typical Range: $5000 - $65,000

RESTRICTIONS: Primarily in Nebraska and Iowa within a 100-mile radius of Omaha. Grants made on matching fund basis only.

INFORMATION: Standard application form should be requested from the executive director.

The Kresge Foundation

ADDRESS: P.O. Box 3151, 3215 W. Big Beaver Rd.
Troy, MI 48007-3151

PHONE: (313) 643-9630

CONTACT: Alfred H. Taylor, Jr., President

PURPOSE: Only toward projects involving: (a) construction of facilities, (b) renovation of facilities, (c) purchase of a major item of equipment or an integrated equipment system, provided the cost involved is at least $75,000 and (d) the purchase of real estate.

ANALYSIS: (1983): $24,720,000 awarded in 138 challenge grants.
High: $1,500,000 Low: $30,000
Typical Range: $100,000 - $500,000

RESTRICTIONS: No geographic restrictions. Only tax-exempt organizations operating in the fields of (a) four-year college and university education, (b) health care, (c) social services, (d) science and conservation, (e) arts and humanities, and (f) public policy.

INFORMATION: Guidelines available. A letter or telephone inquiry is acceptable.

Levi Strauss Foundation

ADDRESS: Levi's Plaza, 1155 Battery St., P.O. Box 7215
San Francisco, CA 94106

PHONE: (415) 544-6579

CONTACT: Ira S. Hirschfield, Executive Director

PURPOSE: To improve human services, with emphasis on the communities in which Levi Strauss & Co. has production and distribution facilities. Also supports education, mainly at the initiative of the foundation.

ANALYSIS: (1982): $4,210,592 awarded in 526 grants.
High: $45,600 Low: $500

RESTRICTIONS: Where the donor has facilities: GA, KY, NC, OH, SC, TN, VA, AR, MS, TN, TX, CA, NV, NM, UT. No support for normal operating expenses.

INFORMATION: "Grantmaking Guidelines," copies of which may be obtained from the address listed above. Prospective applicants should submit a two-page letter of inquiry.

The Lilly (Eli) and Company Foundation

ADDRESS: 307 East McCarty Street
Indianapolis, IN 46285

PHONE: (317) 261-2489

CONTACT: Marilee Fraser, Secretary

PURPOSE: Emphasis on health and welfare, education (primarily medical and pharmacy), civic and cultural programs. Support for annual campaigns, seed money, renovation projects and equipment.

ANALYSIS: (1982): $1,371,388 awarded in 53 grants.
High: $500,000 Low: $1000

RESTRICTIONS: Local giving in central Indiana, with emphasis on Indianapolis. Priority given to plant site locations.

INFORMATION: Guidelines are available; full proposal is preferred method of initial contact.

Lyndhurst Foundation

ADDRESS: 701 Tallan Building
Chattanooga, TN 37402

PHONE: (615) 756-0767

CONTACT: Deaderick C. Montague, President

PURPOSE: Health, education and the arts. Education grants focus upon improving the quality of teachers and teaching in secondary schools. Regional work focused in rural areas.

ANALYSIS: (1983): $3,839,624 awarded in 50 grants.
High: $984,850 Low: $4000

RESTRICTIONS: Southeastern region of the U.S.

INFORMATION: Foundation issues guidelines for submitting a grant application.

The Mabee (J. E. and L. E.) Foundation, Inc.

ADDRESS: 420 Williams Center Tower I, One W. 3rd St.
Tulsa, OK 74103

PHONE: (918) 584-4286

CONTACT: Guy R. Mabee, Chairman

PURPOSE: Christian religious organizations; charitable organizations; preparatory, vocational, and technical schools; institutions of higher learning and scientific research; hospitals, agencies engaged in treatment and care of diseases.

ANALYSIS: (1983): $13,211,585 awarded in 97 grants.
High: $1,000,000 Low: $300

RESTRICTIONS: Only to institutions in OK, TX, KS, AR, MO,and NM. No grants to tax-supported institutions.

INFORMATION: Guidelines are available. One copy of proposal is preferred method of initial contact.

Mardag Foundation

ADDRESS: 1120 Northwestern National Bank Bldg.
St. Paul, MN 55101

PHONE: (612) 224-5463

CONTACT: Paul A. Verret, Secretary

PURPOSE: General purposes; social services, conservation, senior citizens, cultural heritage and the arts, and education. Grants support capital, program, start-up and expansion costs.

ANALYSIS: (1982): $666,859 awarded in 55 grants.
High: $95,000 Low: $1,000
Typical Range: $3000 - $25,000

RESTRICTIONS: Grants awarded limited to organizations in Minnesota.

INFORMATION: Guidelines available. Application form is required. Phone inquiry is preferred method of initial contact.

The Markle (John and Mary R.) Foundation

ADDRESS: 50 Rockefeller Plaza, Suite 940
New York, NY 10020

PHONE: (212) 489-6655

CONTACT: Lloyd N. Morrisett, President

PURPOSE: Communications technology, mass communications industry, media and politics, quality of print and electronic journalism. Support for seed money, research, technical assistance, demonstration projects, and publications.

ANALYSIS: (1983): $2,943,024 awarded in 51 grants.
High: $435,000 Low: $1,398
Typical Range: $5000 - $100,000

RESTRICTIONS: No stated geographic restrictions. No grants for operating budgets.

INFORMATION: Guidelines are available. Letter of inquiry is preferred method of initial contact.

The McKnight Foundation

ADDRESS: 410 Peavey Building
Minneapolis, MN 55402

PHONE: (612) 333-4220

CONTACT: Russell V. Ewald, Executive Vice-President

PURPOSE: Human and social service, the arts, mental health, developmental disabilities, neuroscience, plant biology.

ANALYSIS: (1983): $21,761,496 awarded in 173 grants.
High: $3,035,000 Low: $400

RESTRICTIONS: Seven-county Twin Cities metropolitan area in Minnesota.

INFORMATION: Guidelines available in annual report. Initial approach by letter.

Meadows Foundation, Inc.

ADDRESS: 2922 Swiss Avenue
Dallas, TX 75204

PHONE: (214) 826-9431

CONTACT: Sally R. Lancaster,Ph.D, Executive Vice-President

PURPOSE: Broad purposes: arts, social services, health, education, and civic and cultural programs. Support for seed money, emergency funds, building funds, renovation projects, etc.

ANALYSIS: (1982): $6,794,568 awarded in 150 grants.
High: $1,000,000 Low: $500
Typical Range: $15,000 - $250,000

RESTRICTIONS: Texas; approximately one-half of grants disbursed in Dallas County.

INFORMATION: Guidelines are available. Initial approach by letter of inquiry or 1 copy of proposal.

Mobil Foundation, Inc.

ADDRESS: 150 East 42nd Street
New York, NY 10017

PHONE: (212) 883-2174

CONTACT: Richard G. Mund, Secretary

PURPOSE: Charitable and educational purposes, with emphasis on higher education programs in fields related to the petroleum and chemical industries. Also supports community funds and hospitals in areas of company operations.

ANALYSIS: (1983): $9,576,408 awarded in 1496 grants.
High: $100,000 Low: $100
Typical Range: $1000 - $50,000

RESTRICTIONS: Where Mobil employees live and work. Does not support operating funds or building funds.

INFORMATION: Does not issue guidelines. Letter of inquiry or one full copy of proposal are acceptable.

The Moody Foundation, Inc.

ADDRESS: 704 Moody National Bank Bldg.
Galveston, TX 77550

PHONE: (409) 763-5333

CONTACT: Grants Section

PURPOSE: Arts, humanities and religion; health and physical, life, and social sciences; education; community and social services.

ANALYSIS: (1983): $9,452,399 awarded in 142 grants.
High: $515,000 Low: $600
Typical Range: $ 5000 - $250,000

RESTRICTIONS: Limited to the state of Texas.

INFORMATION: Guidelines available from the foundation. A letter of inquiry is preferred initial approach.

Mott (Charles Stewart) Foundation

ADDRESS: 1200 Mott Foundation Building
Flint, MI 48502

PHONE: (313) 238-5651

CONTACT: Frank R. Gilsdorf, Vice-President for Program Administration

PURPOSE: Supports funding in the areas of: expanding personal horizons; expressing individuality; citizenship; community identity, stability and renewal; and improving leadership practices. Pioneer in the community education concept.

ANALYSIS: (1982): $22,938,830 awarded in 361 grants.
High: $6,626,000 Low: $500
Typical Range: $10,000 - $150,000

RESTRICTIONS: Mostly Michigan, some other states and internationally.

INFORMATION: Guidelines for application are contained in "Foundation for Living" and in annual report.

Murdock (M. J.) Charitable Trust

ADDRESS: 915 Broadway
Vancouver, WA 98668

PHONE: (206) 694-8415; (503) 285-4086

CONTACT: Sam C. Smith, Executive Director

PURPOSE: Broad purposes: favors projects or programs aimed at solutions to important problems, or their prevention through research or the application of existing knowledge. Support for seed money, capital funds and demonstration projects.

ANALYSIS: (1982): $8,399,392 awarded in 103 grants.
High: $1,200,000 Low: $500
Typical Range: $5000 - $150,000

RESTRICTIONS: Organizations in five states: WA, OR, ID, MT, and AK.

INFORMATION: Guidelines available from the foundation and should be obtained before submitting a proposal. Full proposal is the preferred method of initial contact.

The Needmor Fund

ADDRESS: 2129 Thirteenth Street
Boulder, CO 80302

PHONE: Not Available

CONTACT: Deborah Tuck, Director

PURPOSE: Education, Individual Rights, Environment, and Population Control. Grants in education focus on increasing citizen involvement in governance of the public schools. Provides seed money for specific projects rather than support for ongoing operations.

ANALYSIS: (1982): $1,932,810 awarded in 216 grants.
High: $200,000 Low: $25
Typical Range: $15,000 - $30,000

RESTRICTIONS: No geographic restrictions. No operating support for traditional community services.

INFORMATION: Guidelines are available. Letter of inquiry is the preferred method of initial contact.

The New Hampshire Charitable Fund

ADDRESS: One South Street, P.O. Box 1335
Concord, NH 03301

PHONE: (603) 225-6641

CONTACT: Deborah Cowan, Associate Director

PURPOSE: Broad charitable and educational purposes: including the arts, humanities, the environment, health, and social and community services. Generally project assistance designed to build capacities of existing community organizations to respond to current public priorities.

ANALYSIS: (1982): $759,115 awarded in 274 grants. High: $143,945
Low: $25 Typical Range: $200 - $15,000

RESTRICTIONS: Generally restricted to programs in New Hampshire.
Single-year grants only.

INFORMATION: Proposal guidelines available. Staff will discuss projects by telephone or through personal interview.

The New Haven Foundation

ADDRESS: One State Street
New Haven, CT 06510

PHONE: (203) 777-2386

CONTACT: Norman Harrower, Jr., Director

PURPOSE: Charitable and educational purposes, with emphasis on youth and welfare agencies, hospitals and health agencies, educational institutions, community funds, and the arts.

ANALYSIS: (1982): $3,214,699 awarded in 248 grants.
High: $150,000 Low: $350

RESTRICTIONS: Limited to organizations serving New Haven, CT and its vicinity, including towns in the lower Naugatuck Valley.

INFORMATION: Preferred method of initial contact is a telephone inquiry. Guidelines available.

The New World Foundation

ADDRESS: 100 East 85th Street
New York, NY 10028

PHONE: (212) 249-1023

CONTACT: David Ramage, Jr., Executive Director

PURPOSE: Program places emphasis on "the right education for children," construed as the search for improvements in the educational development of children; and on "the relationships between peoples and nations and the avoidance of war."

ANALYSIS: (1982): $1,372,173 awarded in 150 grants.
High: $50,000 Low: $500
Typical Range: $1000 - $25,000

RESTRICTIONS: No stated geographic restrictions.

INFORMATION: A letter of inquiry is the preferred method of initial approach. Grant application guidelines available in biennial report.

Noble (Edward John) Foundation

ADDRESS: 32 East 57th Street
New York, NY 10022

PHONE: (212) 759-4212

CONTACT: June Noble Larkin, Chairman

PURPOSE: Programs in the arts, conservation and ecology, health education, family planning and problems of overpopulation.

ANALYSIS: (1982): $2,975,979 awarded in 51 grants.
High: $100,000 Low: $1000
Typical Range: $5000 - $25,000

RESTRICTIONS: Metropolitan New York area; St. Catherine's Island, GA; Eastern states; Northeast.

INFORMATION: Guidelines available upon request. Applications should be initiated by letter.

The Noble (Samuel Roberts) Foundation, Inc.

ADDRESS: P.O. Box 2180
Ardmore, OK 73402

PHONE: (405) 223-5810

CONTACT: John F. Snodgrass, President

PURPOSE: To promote a broad research and demonstration program for the benefit of both rural and urban people; support also to higher education and health care; medical and agricultural research.

ANALYSIS: (1983): $7,584,816 awarded in 134 grants.
High: $666,667 Low: $100

RESTRICTIONS: Preference for the southwestern U.S. with emphasis on Oklahoma.

INFORMATION: Letter of inquiry is the preferred method, although telephone or full proposal is also acceptable.

Norman Foundation, Inc.

ADDRESS: 215 East 62nd Street
New York, NY 10021

PHONE: (212) 759-7185

CONTACT: Hildy Simmons, Program Director, Treasurer and Assistant Secretary

PURPOSE: Interests include the protection of civil rights and civil liberties and, in general, broadening the quality of citizen participation in the political, economic, and social process of American communities; working and nonworking poor.

ANALYSIS: (1982): $360,250 awarded in 62 grants. High: $25,000
Low: $100 Typical Range: $5000 - $15,000

RESTRICTIONS: No support for programs operating outside the United States. Generally no support for projects involving only local constituencies.

INFORMATION: No standard application form or deadlines. Send proposal to program director.

Northwest Area Foundation

ADDRESS: West 975 First Nat'l Bank Bldg.
St. Paul, MN 55101

PHONE: (612) 224-9635

CONTACT: Martha G. Butt, Vice-President

PURPOSE: Support for new, innovative projects in the fields of education, human services, medical sciences and health, art, environmental and physical sciences, and social sciences.

ANALYSIS: (1983): $7,157,820 awarded in 187 grants. High: $500,000
Low: $5000 Typical Range: $5000 - $300,000

RESTRICTIONS: Limited to an 8-state region: ID, IA, MN, MT, ND, OR, SD, WA.

INFORMATION: Issues grant application guidelines and requests for proposals. Inquiries by phone or letter.

Noyes (Jessie Smith) Foundation, Inc.

ADDRESS: 16 East 34th Street
New York, NY 10016

PHONE: (212) 684-6577

CONTACT: Marilyn L. Gross, Program Administrator

PURPOSE: Educational purposes through student aid, within programs concerned with specific aspects of health care, environment, and education. Continues to emphasize funding for approaches that make education more meaningful and effective.

ANALYSIS: (1983): $3,099,628 awarded in 140 grants. High: $90,000
Low: $250 Typical Range: $20,000 - $50,000

RESTRICTIONS: No geographical restrictions within the United States.

INFORMATION: Submit two page preliminary statement to the program administrator. Guidelines available upon request.

O'Connor (A. Lindsay and Olive B.) Foundation

ADDRESS: P.O. Box D
Hobart, NY 13788

PHONE: (607) 538-9248

CONTACT: Donald F. Bishop II, Executive Director

PURPOSE: Emphasis on "quality of life," including hospitals, libraries, community centers, higher education, nursing and other vocational education, youth agencies, religious organizations, historic restorations, town and village improvement.

ANALYSIS: (1982): $1,262,964 awarded in 45 grants.
High: $500,000 Low: $500

RESTRICTIONS: Organizations in Delaware County and the surrounding rural counties in NY.

INFORMATION: Requires completion of application form. Letter of inquiry is the preferred method of initial contact.

The Oregon Community Foundation

ADDRESS: 1110 Yeon Bldg., 522 SW Fifth Ave.
Portland, OR 97204

PHONE: (503) 227-6846

CONTACT: Edward H. Look, Executive Director

PURPOSE: Educational, cultural, medical, research, social, and civic needs in all areas and all levels of society throughout the state. Supports educational projects that address the source of major problems.

ANALYSIS: (1983): $1,622,261 awarded in 175 grants. High: $50,000
Low: NA Typical Range: $1000 - $20,000

RESTRICTIONS: Giving within state of Oregon only. Single year awards only.

INFORMATION: Completion of an application form, obtained on written request.

The Penn (William) Foundation

ADDRESS: 1630 Locust Street
Philadelphia, PA 19103

PHONE: (215) 732-5114

CONTACT: Bernard C. Watson, Ph.D., President

PURPOSE: Broad purposes: general giving, principally for educational, cultural, health, conservation, and social welfare projects. Education grants support efforts toward equitably applied education and general community education, as well as other areas.

ANALYSIS: (1983): $10,044,855 awarded in 369 grants.
High: $600,000 Low: $750
Typical Range: $5000 - $75,000

RESTRICTIONS: Organizations only in the five southeastern PA counties & Camden County, NJ.

INFORMATION: Available in the foundation's "Guide to Applying for a Grant."

Pew (J. Howard) Freedom Trust

ADDRESS: c/o The Glenmede Trust Co., 229 South 18th Street
Philadelphia, PA 19103

PHONE: (215) 875-3200

CONTACT: Fred H. Billups, Jr., Vice-President

PURPOSE: Grants primarily for Christian religious organizations and theological seminaries; colleges, universities, and educational associations; economic and defense policy issues; some support for medical institutions, youth agencies, health care and social services.

ANALYSIS: (1982): $14,606,785 awarded in 120 grants.
High: $1,500,000 Low: $5000
Typical Range: $5000 - $200,000

RESTRICTIONS: Depends on type of grant category. Most educational grants have no geographical restrictions. Community grants restricted to Philadelphia.

INFORMATION: Guidelines available upon request. Letter of inquiry preferred as initial contact.

The Pew Memorial Trust

ADDRESS: c/o The Glenmede Trust Co., 229 S. 18th St.
Philadelphia, PA 19103

PHONE: (215) 875-3200

CONTACT: Fred H. Billups, Jr., Vice-President

PURPOSE: Broad purposes: general giving, with emphasis in the area of health, particularly health policy and health care management, and medical education; education; and support for human services and cultural activities.

ANALYSIS: (1982): $57,474,993 awarded in 301 grants.
High: $2,000,000 Low: $4,000
Typical Range: $5000 - $500,000

RESTRICTIONS: No geographical restrictions. Some emphasis on the Philadelphia area.

INFORMATION: Guidelines available upon request. Letter of inquiry is preferred method of initial contact.

Reynolds (Z. Smith) Foundation, Inc.

ADDRESS: 101 Reynolda Village
Winston-Salem, NC 27106-5199

PHONE: (919) 725-7541

CONTACT: Thomas W. Lambeth, Executive Director

PURPOSE: General charitable purposes: colleges, the arts, health care, libraries, recreation, and the improvement of the criminal justice system in North Carolina.

ANALYSIS: (1983): $6,051,555 awarded in 161 grants.
High: $1,700,000 Low: $2000
Typical Range: $5000 - $400,000

RESTRICTIONS: Limited to the state of North Carolina.

INFORMATION: A proposal in the form of a letter is the preferred initial contact. Telephone inquiries also acceptable.

Richardson (H. Smith) Charitable Trust

ADDRESS: c/o Piedmont Financial Co., P.O. Box 20124
Greensboro, NC 27420

PHONE: (919) 274-5471

CONTACT: Not Available

PURPOSE: Support primarily for higher education. Grants also for educational organizations, schools, social agencies, and hospitals.

ANALYSIS: (1983): $659,080 awarded in 39 grants.
High: $60,000 Low: $250
Typical Range: $100 - $50,000

RESTRICTIONS: No stated geographic restrictions.

INFORMATION: Supplied by the foundation.

Richardson (Smith) Foundation, Inc.

ADDRESS: 5000 Laurinda Drive P.O. Box 3265
Greensboro, NC 27402

PHONE: (919) 288-7230

CONTACT: Mrs. Dorothy W. Hurley, Coordinator of Grants

PURPOSE: Provides major support for behavioral research to the Center For Creative Leadership. Also provides support to the study of public policy, government regulations, economy, free society, foreign and national security policies.

ANALYSIS: (1982): $4,845,373 awarded in 85 grants.
High: $1,225,000 Low: $1000
Typical Range: $5000 - $50,000

RESTRICTIONS: No geographical restrictions within the United States. No grants to programs concerning employment, recreation, community health and welfare.

INFORMATION: No specific forms. A letter of application is sufficient.

Rockefeller Family Fund, Inc.

ADDRESS: 1290 Avenue of the Americas, Room 3450
New York, NY 10104

PHONE: (212) 397-4844

CONTACT: Not Available

PURPOSE: Broad purposes; with emphasis on conservation litigation, the women's movement, arms control, and public interest activities centered on institutional responsiveness.

ANALYSIS: (1983): $1,390,591 awarded in 68 grants.
High: $60,000 Low: $700
Typical Range: $5000 - $40,000

RESTRICTIONS: No geographical restrictions, but some emphasis on New York and Washington, DC.

INFORMATION: Letter of inquiry or one copy of full proposal is preferred.

The Rockefeller Foundation

ADDRESS: 1133 Avenue of the Americas
New York, NY 10036

PHONE: (212) 869-8500

CONTACT: Simon P. Goundine, Secretary

PURPOSE: "To promote the wellbeing of mankind throughout the world." Foundation concentrates its activities in six areas: agriculture, population, health, international relations, social sciences/equal opportunity, and arts and humanities.

ANALYSIS: (1983): $23,750,746 awarded in 548 grants.
High: $800,000 Low: $1800
Typical Range: $2000 - $100,000

RESTRICTIONS: No geographical restrictions, either nationally or internationally.

INFORMATION: Letter of inquiry is preferred method of initial contact.

The Rockefeller (Winthrop) Foundation

ADDRESS: 308 East Eighth Street
Little Rock, AR 72202

PHONE: (501) 376-6854

CONTACT: Thomas C. McRae, President

PURPOSE: Broad purposes: support for projects which increase the participation of people in the decision-making process; use of human, physical, and fiscal resources; economic development, and community based projects.

ANALYSIS: (1982): $597,331 awarded in 47 grants.
High: $53,500 Low: Not Listed
Typical Range: $10,000 - $40,000

RESTRICTIONS: Limited to Arkansas organizations or projects that benefit Arkansas. Awards only single year grants.

INFORMATION: Guidelines in the annual report. A letter or telephone inquiry is the preferred method of contact.

Rubinstein (Helena) Foundation, Inc.

ADDRESS: 405 Lexington Avenue
New York, NY 10174

PHONE: (212) 986-0806

CONTACT: Diane Moss, Executive Director

PURPOSE: Broad-based activities with strong focus on projects that benefit women and children and the developing role of women in society.

ANALYSIS: (1983): $2,703,906 awarded in more than 200 grants.
High: $211,500 Low: $1500
Typical Range: $5000 - $25,000

RESTRICTIONS: Most grants awarded within New York City. A few grants in other parts of the country.

INFORMATION: Guidelines are in the annual report. Do not make telephone inquiries. Write a brief letter of inquiry.

The San Francisco Foundation

ADDRESS: 500 Washington Street, Eighth Floor
San Francisco, CA 94111

PHONE: (415) 392-0600

CONTACT: Martin A. Paley, Director

PURPOSE: Grants principally for six categories: the arts, community health, education, environment, humanities, and urban affairs.

ANALYSIS: (1983): $35,005,737 awarded in 1099 grants
High: $1,500,000 Low: $100
Typical Range: $5000 - $75,000

RESTRICTIONS: 5 Bay Area counties: Alameda, Contra Costa, Marin, San Francisco, & San Mateo.

INFORMATION: Eligibility can be answered by a telephone inquiry. Guidelines available.

The Schumann (John and Florence) Foundation

ADDRESS: 33 Park Street
Montclair, NJ 07042

PHONE: (201) 783-6660

CONTACT: William B. Mullins, Director

PURPOSE: Grants for health, education, and community development programs. Supports creative, innovative or experimental programs that involve community residents in solving their own problems.

ANALYSIS: (1982): $2,915,667 awarded in 124 grants.
High: $263,550 Low: $1000
Typical Range: $5000 - $50,000

RESTRICTIONS: Essex County, NJ; national and regional programs also considered.

INFORMATION: A letter of inquiry is the preferred method of initial contact. Guidelines available in the annual report.

The Shalan Foundation, Inc.

ADDRESS: 680 Beach Street, Suite 462
San Francisco, CA 94109

PHONE: (415) 673-8660

CONTACT: Loni Hancock, Executive Director

PURPOSE: Supports organizations which explore, develop and advocate for economic policies which will result in structural change in our economic system to increase social justice and environmental balance.

ANALYSIS: (1982): $265,500 awarded in 32 grants.
High: $16,500 Low: $2000

RESTRICTIONS: Funding mainly in the western region of the U.S.

INFORMATION: Guidelines available. Submit brief description or proposal.

Skaggs (L. J. and Mary C.) Foundation

ADDRESS: United California Bank Bldg., 1330 Broadway
Suite 1730, Oakland, CA 94612

PHONE: (415) 451-3300

CONTACT: Philip M. Jelley, Foundation Manager

PURPOSE: Primary interests in performing arts, projects of historic interest, folklore and folklife, and social projects in Northern California.

ANALYSIS: (1983): $1,225,960 awarded in 150 grants.
High: $125,000 Low: $100
Typical Range: $5000 - $15,000

RESTRICTIONS: Majority of grants funded in Northern California.

INFORMATION: Brochure describing grant policies and application procedures is available upon request. Brief letter encouraged as initial contact.

Southern Education Foundation, Inc.

ADDRESS: 811 Cypress Street, N.E.
Atlanta, GA 30308

PHONE: (404) 881-0875

CONTACT: Elridge W. McMillan, President

PURPOSE: To advance education, particularly to support equal education opportunity for Blacks in southern states.

ANALYSIS: (1982): $316,545 awarded in 52 grants.
High: $50,000 Low: $900

RESTRICTIONS: Restricted to the South.

INFORMATION: Guidelines available. Initial approach by letter.

Spencer Foundation

ADDRESS: 875 North Michigan Avenue
Chicago, IL 60611

PHONE: (312) 337-7000

CONTACT: Mrs. Marion M. Faldet, Vice-President

PURPOSE: Supports the investigation of learning and the improvement of education through behavioral science research.

ANALYSIS: (1983): $3,777,211 awarded in 97 grants.
High: $151,500 Low: $2000
Typical Range: $20,000 - $100,000

RESTRICTIONS: No geographic restrictions. No support for curriculum and instructional development. No support for training or service programs.

INFORMATION: Guidelines in the annual report. An informal letter of inquiry is suggested.

Stern Fund

ADDRESS: 370 Lexington Avenue
New York, NY 10017

PHONE: (212) 532-0617

CONTACT: David R. Hunter, Executive Director

PURPOSE: Broad purposes: to foster democracy and social and institutional responsiveness in the public and private arenas of America. Seeks projects concerned with institutional development or change, exploring new ways of life, redressing imbalances and inequities of American life.

ANALYSIS: (1983): $363,500 awarded in 21 grants. High: $40,000
Low: $2000 Typical Range: $3000 - $25,000

RESTRICTIONS: No stated geographic limitations.

INFORMATION: Guidelines available upon request. Preferred method of initial contact is one copy of full proposal.

The Texas Educational Association

ADDRESS: 7201 W. Vickery, Suite 106
Fort Worth, TX 76110

PHONE: (817) 763-5557

CONTACT: Beverley V. Thompson, Jr., President

PURPOSE: To support educational undertakings "through financial assistance to schools, colleges, universities, and other educational mediums advocating the perpetuation of constitutional government", American ideals and traditional values.

ANALYSIS: (1982): $700,384 awarded in 93 grants.
High: $45,000 Low: $75
Typical Range: $1000 - $15,000

RESTRICTIONS: No geographic restrictions are specified by the foundation.

INFORMATION: Guidelines available. Initial approach by full proposal in 1 copy.

Victoria Foundation, Inc.

ADDRESS: 40 South Fullerton Avenue
Montclair, NJ 07042

PHONE: (201) 783-4450

CONTACT: Howard E. Quirk, Executive Officer

PURPOSE: Grants primarily for welfare and education programs in greater Newark; also support for certain statewide environmental projects.

ANALYSIS: (1982): $2,646,885 awarded in 132 grants.
High: $143,535 Low: $5000
Typical Range: $5000 - $30,000

RESTRICTIONS: Local giving in the greater Newark, New Jersey area. Environmental projects funded statewide.

INFORMATION: Guidelines are in annual report. Telephone inquiry is preferred method of initial contact.

Wallace (DeWitt) Fund, Inc.

ADDRESS: c/o Barnabas McHenry, 200 Park Ave., 34th Floor
New York, NY 10166

PHONE: (212) 907-6900

CONTACT: Barnabas McHenry, Secretary

PURPOSE: Support primarily for independent schools and activities fostering qualities of leadership and character in young people; also grants for the handicapped, higher education, and cultural programs.

ANALYSIS: (1982): $3,034,873 awarded in 56 grants.
High: $1,182,000 Low: $2000
Typical Range: $500 - $50,000

RESTRICTIONS: East coast, principally in the Northeast. Some awards made throughout the country.

INFORMATION: Funds are fully committed. Letter of inquiry is preferred method of initial contact.

Weyerhaeuser Company Foundation

ADDRESS: Tacoma, WA 98477

PHONE: (206) 924-3159

CONTACT: Dr. Mary Hall, Vice-President and General Manager

PURPOSE: Community giving, forest land base, and special educational programs. Aid to communities, especially in rural areas, to develop community-wide support for essential needs.

ANALYSIS: (1982): $4,394,572 awarded in 440 grants.
High: $90,000 Low $300
Typical Range: $1000 - $25,000

RESTRICTIONS: Where the majority of the company's mills, plants, and land related facilities are located: AR, OR, MI, AL, NC, WA, OK, and DC.

INFORMATION: Contact by phone or letter to request copies of guidelines.

The Weyerhaeuser (Frederick and Margaret L.) Foundation

ADDRESS: 2100 First National Bank Bldg.
St. Paul, MN 55101

PHONE: (612) 228-0935

CONTACT: Frederick T. Weyerhaeuser, President and Director

PURPOSE: Broad purposes: grants primarily for a college chair of chaplaincy, a theological seminary, and religious welfare.

ANALYSIS: (1983): $390,180 awarded in 25 grants.
High: $150,000 Low: $500

RESTRICTIONS: Minnesota, New Jersey, Missouri, and Rhode Island.

INFORMATION: Does not issue guidelines. Letter of inquiry is the preferred method of initial contact.

The Winston-Salem Foundation

ADDRESS: 229 First Union National Bank Bldg.
Winston-Salem, NC 27101

PHONE: (919) 725-2382

CONTACT: Beth D. Glass, Program Manager

PURPOSE: Projects that are of direct benefit to citizens of Winston-Salem and Forsyth County; substantial portion of funds distributed to colleges and universities and for social services.

ANALYSIS: (1982): $2,298,276 awarded in 97 grants.
High: $307,000 Low: $198
Typical Range: $1000 - $30,000

RESTRICTIONS: Winston-Salem and Forsyth County, North Carolina.

INFORMATION: Guidelines are available from the foundation and in the annual report. Initial contact should be made by calling for an appointment.

Xerox Foundation

ADDRESS: P.O. Box 1600
Stamford, CT 06904

PHONE: (203) 329-8700

CONTACT: Robert H. Gudger, Vice-President

PURPOSE: Commitment in support of higher education to prepare men and women for careers in business, government, and education, science, and technology; enhance learning opportunities for minorities and the disadvantaged.

ANALYSIS: (1982): $7,800,000 awarded in 510 grants.
High: $1,100,000 Low: $250
Typical Range: $5000 - $50,000

RESTRICTIONS: Educational support nationwide; support to social, civic, and cultural organizations limited to where Xerox employees live and work.

INFORMATION: Foundation issues policies and guidelines for applying. A letter is the preferred method of initial contact.

Approaching the Foundation

Other Resources

Half-page descriptions of ninety-one foundations barely taps the wealth of information available on the more than 22,000 foundations active in the United States. No directory would be complete without listing the major resources available to the potential grantseeker.

Established in 1956 the Foundation Center acts as a national clearinghouse for information on foundations and grants. Its four libraries and national network of over 140 cooperating library collections provide free access to most of the references listed below. A complete set of Foundation Center publications are available at each of the four national libraries. Complete IRS returns for currently active foundations are available at the New York and Washington libraries. The Cleveland library contains the IRS returns for foundations in midwestern states. The San Francisco library makes available IRS returns for foundations in western states. Cooperating libraries generally contain the more commonly used reference directories, indexes and manuals, including IRS returns for foundations located within their state. Locations of the four national libraries are listed below. For the name and address of the cooperating library nearest you, call TOLL FREE (800) 424-9836.

The Foundation Center
888 Seventh Avenue
New York, NY 10106
(212) 975-1120

The Foundation Center
312 Sutter Street
San Francisco, CA 94108
(415) 397-0902

The Foundation Center
1001 Connecticut Avenue, N.W.
Suite 938
Washington, D.C. 20036
(202) 331-1400

The Foundation Center
1442 Hannah Building
1422 Euclid Avenue
Cleveland, OH 44115
(216) 861-1933

A variety of directories, indexes, profiles, annual reports and data files provide a wealth of information important to the grantseeker. Typically these resources fall into one of three categories: (1) directories or source books that provide descriptive information on individual foundations; (2) indexes that classify recent grant awards to facilitate research on subject, geographical areas of interest, type of recipient or location of foundation; and (3) guides and self-help manuals on nearly every aspect of grantsmanship. Following is a brief list of the more useful resources available in each category. More extensive lists can be found in Foundation Fundamentals: A Guide for Grantseekers by Carol M. Kurzig.

DESCRIPTIVE INFORMATION

The Foundation Directory, 9th Edition, 1983
(Foundation Center, 888 7th Avenue, New York, NY 10106 $60)

The Foundation Directory contains descriptions of foundations having assets of over $1 million or annual grants totaling more than $100,000. More than 4,000 corporate, community and independent foundations are listed. Entries include a description of giving interests, address, telephone number, current financial data, names of donors, contact person, IRS identification number, grant application information and the availability of an annual report. In addition to an alphabetical listing of the foundations included, indexes allow access by state and city, field of interest and foundation donors, trustees and administrators.

The Foundation Center Source Book Profiles, 1984
(Foundation Center, 888 7th Avenue, New York, NY 10106, $250/yr)

The Source Book Profiles offer an in-depth analysis of the 1000 largest foundations. Published in quarterly installments of 125 foundations each, descriptions of all 1000 foundations are revised over a two-year cycle. Giving patterns are analyzed in terms of field of interest, type of support and type of recipient. In addition to an alphabetical listing of the foundations, indexes allow access by state and city, fields of interest and type of support.

National Data Book, 8th Edition, 1984
(Foundation Center, 888 7th Avenue, New York, NY 10106 $50)

The National Data Book includes information of all currently active grantmaking foundations. Entries list the name, address, principal officer, market value of assets, grants paid, gifts received, fiscal period and the availability of an annual report. Foundations are arranged by state in descending order of grant totals. A companion volume provides a complete alphabetical listing of all foundations.

Corporate Foundation Profiles, 3rd Edition, 1983
(Foundation Center, 888 7th Avenue, New York, NY 10106 $50)

The Corporate Foundation Profiles includes profiles of the 230 largest corporate foundations taken directly from the Source Book Profiles and summary financial data for more than 400 additional grantmakers. Indexes allow access alphabetically, as well as by field of interest, type of support, state and city.

State Directories of Foundations

State directories of foundations are available for 35 states. Generally based upon information available from the annual IRS forms submitted by the foundations, these directories are often the best

reference for information on the smaller, more locally active foundations. Format and depth of information provided varies. Contact your local affiliate with the Foundation Center and inquire as to the availability of a state directory. A current list can be found in The Resource Directory for Funding and Managing Nonprofit Organizations, available from the Communications Office of the Edna McConnell Clark Foundation, 250 Park Avenue, New York, NY 10017

Foundation Annual Reports
(Free upon request from foundations)

Many foundations publish annual reports that they then distribute free upon request. These annual reports are often the best source of information on funding priorities, current assets and recent grant awards. The amount of information included varies from a summary of purpose and financial data to relatively complete statements of current funding priorities with descriptions of recent awards.

IRS Form 990-PF
(Available from your local district office, Internal Revenue Service)

The IRS requires that every private foundation with assets of $5,000 or more submit an annual report. This report contains the name and address of the foundation, its total assets, receipts and expenditures, salaries paid its officers, records of financial transactions and a complete list of grant awards. The list of grant awards typically includes the name of the recipient and the amount of the grant.

INDEXES

The Foundation Grants Index, 13th Edition, 1983
(Foundation Center, 888 7th Avenue, New York, NY 10106 $35)

The Foundation Grants Index provides a cumulative index of grants of $5000 or more voluntarily reported by the foundations themselves. Listings for 1982 and 1983 include more than 32,000 grants. Grants are listed by foundation names arranged alphabetically with the state in which they are located. Grant entries include: amount and date of the grant, name and location of the recipient, a description of the grant and limitations in foundation's giving pattern. Indexes allow access by grant recipient name, field of interest keywords or phrases, and combined field of interest-geographical location key. Similar information is made available in the Foundation Grants Index Bimonthly ($20/year) and Comsearch Printouts, available from The Foundation Center.

Foundation 500, 1983
(Lawson Associates, 39 E. 51 Street, New York, NY 10022 $40)

The Foundation 500 provides an annual listing of major

grants made in the previous year by the top 500 foundations. Grants are listed by subject and by the recipient's geographic location.

GUIDES AND SELF-HELP MANUALS

Literally hundreds of books have been written on the art and science of grantsmanship. Two sources stand out as being particularly valuable.

Foundation Fundamentals: A Guide for Grantseekers, by Carol M. Kurzig, Revised Edition, 1981 (Foundation Center, 888 7th Avenue, New York, NY 10106 $6.50

This is a comprehensive guide to the entire process of researching and presenting a grant proposal to a foundation. Its chapters devoted to researching and identifying foundation funding sources are particularly good.

The Resource Directory for Funding and Managing Nonprofit Organizations by Ann M. Heywood, 1982 (Available from the Communications Office of the Edna McConnell Clark Foundation, 250 Park Avenue, New York, NY 10017. One copy provided free.)

The Resource Directory is an annotated bibliography of resources helpful to nonprofit organizations interested in raising funds and managing programs. In addition to a complete listing of reference books and directories, it includes a fairly extensive list of references for general fund-raising and proposal-writing.

Identifying and Approaching Foundations

Informal estimates set the number of active foundations in the United States at some 22,000. Given such a large number of foundations, how do you choose which ones to approach? Given that you've been able to narrow the field, how do you present yourself and your proposal to increase your chances of getting funded? Identifying suitable foundations is largely a question of matching foundation characteristics with your project characteristics. Approaching suitable foundations is largely a question of personalizing your proposal. The following series of questions can help guide your thinking as you research foundations and prepare your proposal.

IDENTIFYING APPROPRIATE FOUNDATIONS

The foundation entries included in this directory provide many of the more useful pieces of information from which to judge whether a foundation might be interested in your project. However, the more specific information you have on a foundation's purpose, funding patterns and trustees, the more accurately you can judge its potential for interest in your project. Keep the following questions in mind as you research the possibilities.

1. What type of foundation is it?

A foundation is a private, nonprofit organization with funds managed by a board of trustees or directors. Within this rather broad definition, however, foundations differ with regard to the sources of their assets and funding interests. These differences are important as you select foundations to approach.

PRIVATE FOUNDATIONS: A private foundation derives its assets from an individual or family. The smaller of these are typically managed by the individual or family involved and may have quite specific interests. The larger private foundations are managed by a complete staff and controlled by a board of trustees. These large foundations typically act as general purpose foundations, funding a broad range of projects and programs. While these foundations have considerable assets, it is often difficult to break into their funding pattern.

CORPORATE FOUNDATIONS: A corporate foundation derives its assets from a profit-making company or corporation. Typically they are managed by a board of trustees, whose members may also be corporate officers. Consequently, corporate foundation giving is often concentrated in the communities where the corporation and its subsidiaries operate or in program areas likely to be relevant to the corporation or its employees.

CORPORATE CHARITABLE CONTRIBUTIONS PROGRAMS: Charitable contributions programs funnel corporate giving from within the corporation, often through employee-matching contributions or through employee-controlled giving programs. These programs are especially valuable sources of funding for local projects or grassroots fund raising efforts.

COMMUNITY FOUNDATIONS: A community foundation derives its assets from a number of different sources - individual trust funds, small family foundations, gifts, etc. Trustees represent broad community interests and concentrate giving on projects that enhance the social welfare, civic life or cultural affairs of a local community or region.

2. What preferences does the foundation have?

Foundations can have a variety of funding preferences - preferences for certain programs, types of organizations, geographic areas, populations served, project size or duration. Some preferences are explicitly stated in foundation brochures and funding information. Others can be inferred from the foundation's past funding patterns. Regardless of whether they are explicitly or implicitly stated, these preferences offer a checklist against which you can evaluate the foundation.

PROGRAMS: Many foundations select specific program areas to fund and may set priorities within these program areas. The program areas being emphasized are generally stated in foundation brochures. Emphases within program areas are sometimes stated but often must be inferred from funding patterns. You should compare your project against these program priorities in selecting foundations to approach.

TYPE OF ORGANIZATION: Nearly all foundations fund only IRS tax-exempt organizations and ask for proof of such status when a proposal is submitted. Within the broad category of tax-exempt organizations, individual foundations may impose other limitations or demonstrate certain preferences. Some foundations prefer to fund well-established organizations while others provide seed money to newly-formed organizations. Some foundations fund public as well as private institutions; others refuse to consider tax-supported organizations. You should compare your organization with the foundation's statements of preference and against a list of organizations funded by the foundation during the past few years.

GEOGRAPHIC AREA: Some foundations are national in scope and fund projects throughout the United States. In many cases the projects they fund are expected to have a national impact or serve as a model for other areas. Other foundations are more regional or local, preferring to fund programs that will have an immediate impact on a local community or region. Some foundations fund projects in urban areas; others make no

distinction between urban and rural projects. Organizations should check the foundation's brochure for geographical limitations and examine its funding pattern for unstated preferences. It is important to note that rural funding has not generally been considered a funding preference. Consequently, funding patterns do not necessarily reflect a foundation's interest or lack of interest in rural projects. Unless a foundation explicitly states an urban preference, rural organizations should feel free to approach the foundation.

POPULATIONS SERVED: Foundations may state a preference for projects that address the needs of the young, the aged, the handicapped, the poor or a variety of other special populations. Organizations should examine the populations to be served by their project and compare them to any preferences identified by the foundation.

PROJECT SIZE: Project size is essentially determined by the project budget. Consequently, financial data on the high and low grants, average grant size or typical range within which most grants fall provide the best estimates of the size of project a given foundation usually funds. Organizations should compare their project budget with these types of financial data before submitting a proposal to a foundation.

PROJECT DURATION: Some foundations support only one-year projects; others will consider support over a more extended time. If your project requires more than one-year funding, you should check the foundation's preferences before submitting the proposal.

3. Which foundations are the most appropriate?

The answer to this question is really a synthesis of the information you've gained in asking the other two questions. The type of foundation combined with its funding preferences determines its appropriateness for your project. Synthesizing this information, however, often demands that you make judgements.

The type of foundation to pursue often involves a trade-off between assets and proximity. Large national foundations have considerable assets and consequently make numerous and sizable awards. These characteristics, however, make them attractive to many organizations. Proposals can, quite literally, get lost in the shuffle. Local foundations often have more modest assets, but these assets may attract fewer proposals. If your proposal addresses local community needs or responds to the needs of specific populations, these smaller foundations may be more appropriate. You must make some judgements as to which would be better to approach based on your specific proposal as well as on the size and assets of the foundation.

Similar judgements are often necessary in evaluating a foundation's funding priorities. Your proposal may match the foundation's program emphases and address the needs of the populations served within its geographical preferences, but may be

larger than any they typically fund. Or your project may touch on several program areas addressed by the foundation yet not quite seem to fit the foundation's funding pattern - an experience common to innovative projects. Ultimately you must weigh the alternatives and make some judgement regarding which foundations are the best to approach. The steps you take in approaching the foundation will enable you to test your judgements and to build the foundation's interest in your project.

APPROACHING THE FOUNDATION

Foundations typically receive hundreds of requests each year. The major task you face in approaching a foundation is how to personalize your proposal and somehow make it noticeable. The strategy chosen depends, in part, on the foundation itself.

4. How do you make the initial contact with a foundation?

The purpose of the initial contact with a foundation is to introduce the project and explore the foundation's interest in such a project. Face to face contacts are the best. Check the foundation's staff and board of directors to see if you know any individuals involved with the foundation. Ask your organization's staff and board members to do the same. Check the list of past projects funded by the foundation to see if you know any of the organizations that have received past support. Many times another organization can help you initiate contact with the foundation. What you hope to arrange is a personal contact with the foundation. While others can make initial inquiries, the first interview with the foundation representative should involve the executive director of the organization.

Sometimes it is impossible to arrange such a contact. Then the approach is more difficult. Generally you can telephone the contact person listed with the foundation. Depending upon the foundation and its procedures, you may be asked to submit a preliminary letter describing your project or to submit a full proposal. At this stage it is best to try to arrange a personal appointment to discuss your proposal shortly after the preliminary letter is received or before a full proposal is submitted. The purpose of such an appointment is to make the contact needed to personalize your proposal and to gain some insight as to how your proposal might be received. Again, the executive director of the organization must make these initial contacts.

5. What will the initial interview be like?

The first interview serves as the opportunity for you and the foundation representative to become acquainted. You will be expected to provide information about your organization and a clear and relatively concise description of your project. You should be familiar with the foundation and should be able to make a strong case for your project and its relevance to the foundation's stated

interests. This first interview also offers you the opportunity to learn more about the foundation's experiences in your program area.

The foundation representative will often be quite knowledgable in your specific program area and will undoubtedly ask relevant and difficult questions. These questions can often help you evaluate the foundation's interests in your program and can strengthen your project. To the extent that you can involve the foundation representative in thinking about the project, you will have gained a valuable advocate.

The meeting should close with a specific statement about your project's next step. If the representative suggests that you rethink your project or contact others for advice, indicate when you expect to be contacting him/her again. Then maintain contact as your ideas develop. If a full proposal has been requested, ask about application procedures, deadlines and budget limitations. If any further contact is discouraged, be sure you understand why the foundation would not be interested in funding your project.

6. What do you do after you submit the proposal?

Once the proposal has been submitted, your job is to monitor its progress through the evaluation process. Maintain your relationship with the foundation representative and periodically check on the status of your request. If your proposal is funded, you have cemented a valuable relationship. If your proposal is rejected, find out why. This information can be extremely valuable to you in approaching other foundations or in approaching the same foundation with a different project.

Questions Grantmakers Ask

Understanding the frame of reference from which grantmakers read and evaluate proposals is critical to the task of effective proposal writing. Adapted from a brochure published by the Minnesota Council of Foundations, the following questions are intended to help grantwriters better understand the judgments made by foundation staff members and boards. Assuming your project lies within the stated purpose and funding priorities of the foundation, these questions underlie the criteria against which most proposals are evaluated. Anticipating these questions as you write leads to more carefully developed ideas, better proposals and, ultimately, more successful programs - a goal you and the grantmaker share.

1. Is additional money what is needed?

Before seeking outside funding, you should examine your organization's current programs and allocation of funds. If the proposed activity is a priority, as you would probably argue in any proposal, then perhaps existing resources should be reallocated to reflect this priority. Many foundations feel that their funds are best used for programs for which the organization demonstrates its own commitment. Such a commitment often plays a key role in insuring continuity once foundation funds end.

2. How important is the problem/need identified in the grant proposal?

Funding agencies, both private and public, receive countless requests. Priorities are judged: (a) generally in terms of some societal consensus regarding current services and current needs, and (b) specifically in terms of the community the proposed activity will impact. Your proposal should include a clear assessment of need, some conclusions as to what action this need implies and explicit statements as to why your project should be given priority.

3. Does the proposal focus on an aspect of the need which the organization can address competently?

Once the need has been well-documented and effectively argued, the grantmaker shifts his/her attention to the proposed activity. Is the proposal "realistic"? Does it propose activities that the organization can implement? What outcomes can realistically be expected from such activities? The answers to such questions lie in the experience foundation staff gain in funding and monitoring hundreds of proposals.

In asking yourself whether a proposed project is realistic, you should examine the goals and objectives, proposed activities, adequacy of staffing, timelines and anticipated outcomes. When appropriate, foundation staff members may be able to give you informal advice regarding the extent to which you've focused on a realistic plan of action. Others active in similar projects can also be extremely helpful in assessing how realistic your project is

be able to call into action. If your organization has paid careful attention to past successes and failures, realistic program planning may already be a routine.

4. Is your organization committed to finding solutions to the problem/need identified in the proposal?

Commitment to a project can be demonstrated in a number of different ways. As mentioned earlier, an organization's willingness to reallocate its own resources in order to address a need demonstrates commitment. Efforts to seek funding from a variety of sources also demonstrates commitment. Past records of service and activity in a community also help document an organization's commitment to solving the problem. Organizations that "discover" a need that has long existed are often questioned. A consistent effort at addressing the need and at seeking necessary financial support offers the best argument in support of your organization's genuine desire to solve a problem.

5. Is the budget appropriate?

In the short run, the budget can be judged in terms of its adequacy to achieve the project goals and objectives. Budget items should be justified in terms of the proposed activities. Program administrative costs should generally be kept as low as is reasonable in light of the services demanded by the project. Most private foundations do not make the reporting and auditing demands commonly present in federal grants. Consequently, they expect lower administrative costs.

In the long run, budgets are judged in terms of program continuation at the conclusion of foundation support. Most foundations do not want to become an ongoing source of support. Consequently, they judge a project budget in terms of the ability of an organization to support the program on its own - either through reallocation of existing resources or through the development of new sources of funding made possible by the grant activities. In either case, the budget should be reasonable in terms of projected sources of support for program continuation.

6. What does the grant proposal indicate about the Board of Directors?

Grantmakers view an organization's Board of Directors as: (a) advisors whose expertise can be valuable in program planning, (b) links between an organization's staff and the community the organization serves, and (c) advocates and supporters of an organization's fund-raising efforts. To some extent grantmakers look carefully at past board involvement in an organization as a barometer of an organization's integration into a community. The stronger and more active the board is, then the more likely it is that the organization will have an impact on the needs and problems of that community. Given a strong Board of Directors, grantmakers are then interested in the extent to which board members are knowledgeable about and supportive of the proposed project.

7. How can judgments be made on the effectiveness of your program or project?

While many foundations merely monitor rather than formally evaluate the projects they fund, evaluation is important to an effective proposal and to the organization itself. Formulating an evaluation strategy often clarifies project goals and objectives in ways helpful to project planning and implementation. To the extent that most foundations are concerned with a project's outcomes, a carefully developed evaluation plan strengthens any proposal.

Formulating an evaluation plan is essentially a process of clarifying the project goals and ways of recognizing whether these goals have been achieved. Key questions to ask yourself are:

(a) WHAT type of outcomes do you expect? Should they be described qualitatively? quantitatively? Which description is more likely to be useful to others?

(b) WHO is interested in the evaluation? The individual seeking the evaluation may have a specific purpose in mind. It is important to know for what purpose the evaluation is being conducted and fit the evaluation plan to that purpose.

(c) WHAT questions need to be answered? The evaluation scheme answers some questions, leaving many more unanswered. It is important to be certain you know the specific questions you wish to answer and design data collection and analysis procedures to answer those questions.

(d) HOW will the data be collected? Is the data-collecting procedure realistic and timely? Do reporting procedures allow for adjustment of project activities in response to the information gathered?

Alphabetical and Geographical Index

Foundation Name	Page	N	E	S	M	W
Abelard Foundation, Inc.	6		X	X		X
Arca Foundation	6	X				
Atlantic Richfield Foundation	7	X				
Babcock (Mary Reynolds) Foundation, Inc.	7	X				
Benedum (Claude Worthington) Foundation	8		X	X		
Bernhill Fund	8	X				
Bingham (William) Foundation	9	X				
Bird Companies Charitable Foundation	9	X				
Blandin (Charles K.) Foundation)	10				X	
Boettcher Foundation	10				X	
Bremer (Otto) Foundation	11				X	
Bush Foundation	11				X	
Butler Manufacturing Company Foundation	12	X				
Carnegie Corporation of New York	12	X				
Cudahy (Patrick and Anna M.) Fund	13	X				
Cummins Engine Foundation	13	X				
De Rance, Inc.	14	X				
Dodge (Geraldine R.) Foundation	14		X			
Donner (William H.) Foundation, Inc.	15	X				
Duke Endowment	15			X		
Educational Foundation of America	16	X				
Exxon Education Foundation	16	X				
Field Foundation, Inc.	17	X				
Fleishhacker (Mortimer) Foundation	17					X
Ford Foundation	18	X				
Fund for New Jersey	18		X			
Gannett Foundation, Inc.	19	X				
General Electric Foundation	19	X				
General Mills Foundation	20	X				
General Service Foundation	20	X				
Gerbode (Wallace Alexander) Foundation	21					X
Gutfreund Foundation, Inc.	21		X			
Halsell (Ewing) Foundation	22			X		
Hartford (John A.) Foundation	22	X				
Hearst Foundation, Inc.	23	X				
Hearst (William Randolph) Foundation	23	X				
Huber Foundation	24	X				
International Multifoods Charitable Foundation	24	X				
Johnson (Robert Wood) Foundation	25	X				
Joyce Foundation	25				X	
Kellogg (W.K.) Foundation	26	X				
Kerr Foundation, Inc.	26			X	X	X
Kiewit (Peter) Foundation	27				X	
Kresge Foundation	27	X				
Levi Strauss Foundation	28	X				

Foundation Name	Page	N	E	S	M	W
Lilly (Eli) and Company Foundation	28		X			
Lyndhurst Foundation	29		X	X		
Mabee (J.E. and L.E.) Foundation, Inc.	29			X	X	X
Mardag Foundation	30				X	
Markle (John and Mary R.) Foundation	30	X				
McKnight Foundation	31				X	
Meadows Foundation, Inc.	31			X		
Mobil Foundation, Inc.	32	X				
Moody Foundation, Inc.	32			X		
Mott (Charles Stewart) Foundation	33	X				
Murdock (M.J.) Charitable Trust	33					X
Needmor Fund	34	X				
New Hampshire Charitable Fund	34		X			
New Haven Foundation	35		X			
New World Foundation	35	X				
Noble (Edward John) Foundation	36		X	X		
Noble (Samuel Roberts) Foundation, Inc.	36			X		X
Norman Foundation, Inc.	37	X				
Northwest Area Foundation	37				X	X
Noyes (Jessie Smith) Foundation, Inc.	38			X	X	
O'Connor (A. Lindsay and Olive B.) Foundation	38		X			
Oregon Community Foundation	39					X
Penn (William) Foundation	39		X			
Pew (J. Howard) Freedom Trust	40	X				
Pew Memorial Trust	40	X				
Reynolds (Z. Smith) Foundation, Inc.	41			X		
Richardson (H. Smith) Charitable Trust	41	X				
Richardson (Smith) Foundation, Inc.	42	X				
Rockefeller Family Fund, Inc.	42	X				
Rockefeller Foundation	43	X				
Rockefeller (Winthrop) Foundation	43			X		
Rubinstein (Helena) Foundation, Inc.	44		X			
San Francisco Foundation	44					X
Schumann (John and Florence) Foundation	45	X				
Shalan Foundation, Inc.	45					X
Skaggs (L.J. and Mary C.) Foundation	46					X
Southern Education Foundation, Inc.	46			X		
Spencer Foundation	47	X				
Stern Fund	47	X				
Texas Educational Association	48		X			
Victoria Foundation, Inc.	48		X			
Wallace (DeWitt) Fund, Inc.	49		X			
Weyerhaeuser Company Foundation	49	X				
Weyerhaeuser (Frederick and Margaret L.) Foundation	50		X		X	
Winston-Salem Foundation	50			X		
Xerox Foundation	51	X				

National(N) Eastern(E) Southern(S) Midwestern (M) Western(W)

Evaluation Form

1. I found this compilation of foundation entries and general grantwriting information to be:

useful _____ not useful_____

2. The following foundation entries are in error/outdated/no longer involved in rural adult postsecondary education. (Please list any needed corrections or omissions.)

3. The following foundations should be included in subsequent revisions of this publication. (Please include the foundation name, address and contact person, if possible.)

Please send this evaluation form together with any other materials or comments that would be helpful to:

Jacqueline D. Spears
Publications Coordinator
Action Agenda Project
University for Man
1221 Thurston
Manhattan, Kansas 66502

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The Action Agenda for Rural Adult Postsecondary Education is a cooperative project between three divisions of continuing education (University for Man at Kansas State University, Eastern Oregon State College, and the University of Minnesota at Morris) and the Western Interstate Commission for Higher Education.

Steering Committee Members:

Martha Butt
Vice-President
Northwest Area Foundation
St. Paul, Minnesota 55101

Richard Jonsen
Deputy Director
Western Interstate Commission
for Higher Education
Boulder, Colorado 80302

Sue Maes
Executive Director
University for Man
1221 Thurston
Manhattan, Kansas 66502

Roger McCannon
Director, Continuing Education
University of Minnesota—Morris
Morris, Minnesota 56267

Catherine Rolzinski
Program Officer
FIPSE
7th & D Streets, S.W.
Washington, D.C. 20202

Douglas Treadway
Dean, Division of Continuing Education
Eastern Oregon State College
La Grande, Oregon 97850

For additional information about this and other publications in the series please write:

Jacqueline D. Spears
Publications Coordinator
Action Agenda Project
University for Man
1221 Thurston
Manhattan, Kansas 66502

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